

THE TRANSPORTATION LINK

OFFICE OF THE
SECRETARY

U.S.
COAST GUARD

FEDERAL AVIATION
ADMINISTRATION

FEDERAL HIGHWAY
ADMINISTRATION

FEDERAL RAILROAD
ADMINISTRATION

NATIONAL HIGHWAY
TRAFFIC SAFETY
ADMINISTRATION

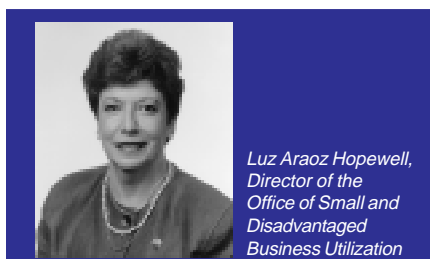
FEDERAL TRANSIT
ADMINISTRATION

ST. LAWRENCE SEAWAY
DEVELOPMENT
CORPORATION

MARITIME
ADMINISTRATION

RESEARCH &
SPECIAL PROGRAMS
ADMINISTRATION

DECEMBER 1997



Luz Araoz Hopewell,
Director of the
Office of Small and
Disadvantaged
Business Utilization

As 1997 comes to a close, I would like to thank everyone for their support and participation to make this year a success. I would also like to extend a season's greetings to each of you and best wishes for a successful and prosperous 1998.

With that thought in mind, my message for this year's final issue of *The Transportation Link* is twofold. First, I request that you get involved in the national dialogue on race relations. The success of the President's vision of "One America" in the 21st century depends on the participation and creative energy of all Americans. Along with the President and Secretary Slater, I share their belief that open dialogue will foster "an atmosphere of trust and mutual respect." These attributes will build a bridge for continued economic success into the 21st century and help us realize why the Secretary believes that "transportation is more than concrete, asphalt and steel. It is about providing opportunity for all Americans."

Hand-in-hand with the Secretary's beliefs, we have realized that entrepreneurs, regardless of race or ethnicity, can achieve success through hard work and determination. I encourage each of you to reread the previous issues of this

continued on page 4

One America

"Building One America is our most important mission. Money cannot buy it. Power cannot compel it. Technology cannot create it. It can only come from the human spirit." - President Clinton, February 4, 1997

On June 14th, President Clinton announced his initiative on race relations at the University of California at San Diego commencement. President Clinton's vision of "One America" is to have a diverse, democratic community in which we respect and celebrate our differences, while embracing the shared values that unite us. The President's goal, over this year-long effort, is to strengthen the foundation we share as Americans so we can live as "One America" in an atmosphere of trust, mutual respect and economic growth.

In support of the "One America" initiative, the President has convened a seven-member Advisory Board to focus on four major objectives:

- Promote a national dialogue on race issues.
- Increase America's understanding of the history and future of race relations.
- Identify and create plans to calm racial tension and promote increased opportunity for all Americans.
- Address education and economic opportunity.

The U.S. Department of Transportation is proud to support this initiative. The Department has developed an Interdepartmental Working Group on Race Rela-

continued on page 3

Getting Small Business Advice It's Free and Fabulous

Today's small business owner can quickly access a wide range of free information and advice that will help their enterprise grow and prosper. All that is needed to tap this wealth of knowledge is a computer, a network connection, and Internet browser software such as Netscape Navigator or Microsoft Explorer. With these tools, even the small business owner who is a computer novice can access information crucial to starting, expanding, or marketing your small business.

Begin your search with DOT's Office of Small and Disadvantaged Business Utilization (OSDBU) home page (<http://osdbuweb.dot.gov>). By clicking on the words: *Contract Opportunities* you'll find nearly 800 opportunities to grow your business. The DOT's 1998 Procurement Forecast information can be accessed easily and

continued on page 2



Follow the Money...

FAA/ASU Procurement Opportunity



Airport Surveillance Radar-Weather System Processor (ASR-WSP). Estimated price range, \$7.5- \$45 million.

A mission need exists to detect, in a timely manner, all hazardous weather conditions of low altitude wind shear that occur within unprotected, high wind shear risk airport terminal areas. In addition, the need exists to alert Air Traf-

fic Controllers of the location, severity and expected duration of hazardous weather events (such as microburst) to be encountered along runways and corridors.

The program requirements are to be met through a competitive contract to complete the system design and produce the required number of systems. Un-

der the basic contract, the contractor will be required to design the necessary modifications to the existing ASR-9 radar to accommodate the WSP functional requirements, design the production version of the WSP processor, and complete development of the system software. Additionally, the contractor will be required to test and deliver four limited production WSP systems which the FAA will use to conduct independent government operational testing at various ASR-9 sites.

For additional information pertaining to this opportunity, please contact Gerald Boyer at (202) 267-3689.

Small Business Advice, continued from page 1

viewed by either the Operating Administration or the Procurement Category. It's a snap, for example, to find all of the opportunities for the Coast Guard or all DOT FY98 needs for Engineering Services. In addition, by means of a custom web search engine, you are able to search the procurement database to quickly find the DOT opportunities that would represent the best potential work for your business. Special tip for the savvy businessperson who wants to get a leg up on the competition: check back frequently! New contract opportunities will be added regularly to the database as soon as they become available.

The OSDBU home page is also your best source for all the "How To" marketing information you ever need to do business with the DOT. The OSDBU home page will always provide relevant regulatory and legislative announcements designed to aid you in steering your business through the ever changing legal seas. Be sure to review all the special programs the DOT OSDBU office presents to assist your business in being successful contracting with the DOT. Always take a look the *What's New* section for the late breaking information and don't forget that the current issue and previous issues of *The Transportation Link* are available via the

web and make an excellent library for your research.

As your business success is very important to us, you will also be able to access procurement information from other federal sites, making the OSDBU home page your single source for contracting and procurement information. You can click on the title *Federal Acquisition and Procurement Opportunities* and find information listed by Executive Branch and Independent Federal Agencies. Simply locate the Procurement header and click to view the opportunities for that agency.

From the OSDBU home page's *Related Links*, explore the Small Business Administration (SBA) by entering SBA's home page located at (<http://www.sbaonline.sba.gov/starting/>). With a click of your mouse button, you can find useful advice on how to start, finance, or expand your firm. There's specific advice on a vast array of business topics, from getting business counseling, to training and marketing. Or, at the home page of *GovCon* at <http://www.govcon.com>, you'll find opportunities for your business to team with other enterprises. You can also view articles written by experts on topics such as "Current Affairs in Government Contracting," "Cost Realism Manual," and

excerpts from "The Art of Winning Contracts." To access this information, take a minute to register online.

Open the *U.S. Business Advisor* home page (<http://www.business.gov>), which focuses on helping you solve business problems and conduct business with the government. One of its most useful links is "How To" which takes you to topics such as, "How Do I File W-2 Wage/Tax Statements?," "Employer's Quick Reference Guide to Social Security," and "Financing/Expanding a Business."

We urge you to take advantage of this wealth of electronic information to help your business compete in today's aggressive market arena. We recommend you bookmark the OSDBU home page as your starting point. For additional information, please contact Jeremy Worrell at Base Technologies, Inc., in McLean, VA at 703-848-2400 or email jworrell@basetech.com.

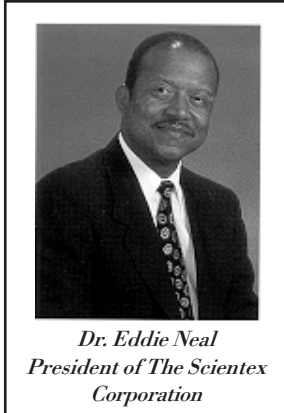
News Briefs

Congress has extended the DBE program for six months, through May 1998. Please refer to the DOT Federal Highway Administration web site for further information at <http://www.fhwa.dot.gov/reauthorization/index.htm>.

The Scientex Corporation: Advancing Transportation Technology

As we end 1997 and look forward to the start of another year, we highlight the success of a business which focuses on bringing innovative Intelligent Transportation System (ITS) solutions to the market. The area of ITS offers both challenges and potential success to those who can deliver innovation. At the Scientex Corporation, one priority ITS focus is traveler safety, whether the travelers are commuters, commercial operators, or tourists.

Lead for nearly 20 years by founder and President, Eddie Neal, Ph.D., technology and transportation have been a priority for this Rosslyn, Virginia firm. Scientex specializes in safety programs, research and development, driver testing and simulation, transportation information systems, work zone safety/traffic control systems, commercial vehicles operations, and traffic engineering studies. Over the years, the outstanding performance of Scientex has resulted in several prestigious awards including the National Prime Contractor of the Year for 1989, and recent White House rec-



*Dr. Eddie Neal
President of The Scientex
Corporation*

ognition by Secretary Slater as a minority owned transportation business success story.

The Department of Transportation has been a steady client and partner during the growth of Scientex. Since 1983, Scientex has worked with OSD-BU and other DOT agencies resulting in over 30 federal contracts. Serving multiple departments in the National Highway Traffic Safety Administration, the Federal Highway Administration, and the Federal Aviation Administration, Scientex has performed research, and developed solutions to numerous transportation issues. Additionally, state and local governments, and private sector clients, have benefitted from working with their team.

The Scientex Corporation's strength lies in their industry knowledge, and information technology expertise in the three areas of surface traffic operation: the vehicle, the highway and the driver. One recent innovation addresses the issue of work zone safety. Scientex recently introduced the first portable and auto-

mated traffic control system for construction and highway work zones. Using state-of-the-art microcomputer communication and sensor technologies, the ADAPTIR™ system senses and processes data relating to changing traffic conditions, and provides motorists with real time speed control, lane control and other advisory information. This real-time information will improve safety and help to manage congestion, a benefit for all travelers.

"The marriage of technology and transportation and our commitment to strategic partnerships will be important factors in growth and success" Dr. Neal says. "We are optimistic about the future and our place in it."

The information contained in this article was adapted from interviews and material presented by the Scientex Corporation. For additional information, please contact Kathleen N.T. Cowles, Director of Marketing, at 1655 N. Fort Myer Dr., Suite 400, Arlington, VA 22209, (703) 276-3377, fax (703) 276-0996, or you may email Ms. Cowles at kcowles@scientexcorp.com.



One America, continued from page 1

tions, which is actively considering various initiatives to propose to the Secretary to bring the transportation presence to the Administration's efforts to make the vision of "One America" a reality. The Working Group comprises representatives from all of the Operating Administrations, Office Directors and Assistant Secretarial offices, including the Office of Small and Disadvantaged Business Utilization (OSDBU).

As we move forward with the national dialogue on race relations and address the four national objectives, the President and his advisors are reviewing various proposals to improve educational, economic and housing opportunities for

minorities. OSDBU is focused on supporting the objective of expanding economic opportunity for small, women-owned and disadvantaged businesses. The small business community is the economic backbone of America and responsible for creating the majority of new job opportunities. Women and minority-owned business are growing at an unprecedented rate; it is very important that the business community becomes involved in the national dialogue on race relations and partners with and mentors new emerging businesses. Small business owners and entrepreneurs provide leadership, not only by being the nation's largest employer, but

by being the greatest source of new jobs in America. By making their business economically strong, they bring to the workplace and their community positive America values.

The President's speech announcing the Race Relations Advisory Board, information on the President's first Town Hall Meeting in Akron, Ohio and other documents regarding the initiative can be found on the White House's Internet site at <http://www.whitehouse.gov/Initiatives/OneAmerica/America> or contact Will Terry Moore, DOT/OSDBU Associate Director, at 800 532-1169, or by e-mail at will.moore@ost.dot.gov.

Desk of the Director, continued from page 1

newsletter - which can be found on our web site at <http://osdbuweb.dot.gov/linklibr.htm> - and learn about the many successes of entrepreneurs all over this great nation of ours.

The second of my thoughts for this final issue is that, as a new year approaches, we at the OSDBU are committed to renewing our efforts for fostering transportation-related business opportunities for all businesses, and especially small businesses, regardless of race or ethnicity. Through our OSDBU office and the National Information Clearinghouse, we are determined, more than ever, to meet our customer service commitment to you during the new year:

- We will provide you with courteous and timely service.
- We will provide answers on our programs within one business day of your request through our business specialists.
- We will ensure information is available on OSDBU programs and small business issues through a variety of electronic media.
- We will use your feedback to continually improve our service.
- We will provide a response to dispute resolution inquiries within three business days.

CALENDAR OF EVENTS OF INTEREST TO M/WBES DECEMBER 1997/JANUARY 1998

Date	Event	Location	Contact
December 18-20	Interstate Network Conclave '97 , Sponsored by The Federal Sector Consultant Corp.	Las Vegas, NV	Dr. Edward Hamlin (301) 871-1690, (888) 426-5461
December 18	Pre Business Workshop , Sponsored by SCORE	Boston, MA	Mr. Gehr (617) 565-5591
January 6	8(a) Seminar , Sponsored By SBA/MED	Columbia, SC	Joseph W. Smith (803) 765-5377
January 13	Bonding for Highway Construction	Columbia, SC	Kay Bethea (803) 536-8445
January 14-16	The National Association of Black Procurement Professionals	Arlington, VA	Sidney Wise (301) 249-4544
January 21	Starting & Running Your Own Business , Sponsored by SCORE	Houston, TX	Oliver Mann (713) 773-6565
January 21	Reengineering through Information Technology , Sponsored by Access America	San Francisco, CA	Online Registration: http://conf.npr.gov
January 27-28	F.E.D.S '98 Procurement Conference , Federal Electronic Data Symposium	Atlanta, GA	Donna Rogers (800) 894-8042 or email at: donna. rogers@ecrc.gatech. edu
January 27	Personnel and IRS for Highway Construction	Columbia, SC	Kay Bethea (803) 536-8445

- We will provide 24-hour, seven day a week access to our toll free number and fax, and respond to requests for marketing information within three business days.

I always encourage feedback regarding our ability to meet our customer service commitment to you and welcome

any constructive comments that will improve our responsiveness to you, our customer.

I wish all of you well in your endeavors and look forward to providing "quality" service in 1998. Happy Holidays and a prosperous New Year from me and the entire staff at DOT's OSDBU.

<http://osdbuweb.dot.gov>

Address Correction Requested

US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102